

Message Text

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ACTION EB-11

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FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 8238

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INFO /AMEMBASSY ABU DHABI 0822

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMCONSUL DHAHRAN

AMEMBASSY USCAT POUCH

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E.O. 11652: N/A

TAGS: BEXP TC LE SA KU BA MU QA

SUBJ: FY 1974 TRADE MISSIONS

REF: A) STATE 235429; B) KUWAIT 4195; C) KUWAIT 4238;
D) ABU DHABI 1442

1. IN KUWAIT REFTELS WE SUBMITTED REPLIES
TO DIRECT QUESTIONS
POSED BY REF A. BOTH OUR REPLIES AND YOUR REQUEST CONTAINED
ASSUMPTION THAT BUSINESS AND POLITICAL CLIMATE WOULD GRADUALLY
IMPROVE, OR AT LEAST WOULD NOT DETERIORATE FURTHER.

2. THIS TELEGRAM IS ADDRESSED TO IMPLICIT QUESTION CONTAINED
PARA 2 REF A EXPRESSING CONCERN OVER "POSSIBLE LOCAL BUSINESS
AND GOVERNMENT RECEPTIVITY TO HIGHER PROFILE, OFFICIAL GROUP
SUCH AS TRADE MISSION LED BY US "OFFICIAL". THIS CONCERN VALID

ONE, AND TO IT MUST BE ADDED CONCERN THAT SIZE MOST US TRADE
MISSIONS MIGHT IN ITSELF BE DETERRENT OPTIMUM RESULTS AT THIS
TIME. IN SMALL GULF STATES, AND TO LESSER EXTENT IN KUWAIT AS
WELL, LARGE MISSIONS, WITH FULL BANNERS FLYING, MIGHT OVERWHELM
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BOTH DESIRE AND CAPACITY OF MANY GULF OFFICIALS AND BUSINESS-

MEN TO RECEIVE THEM.

3. GIVEN THESE CONCERNS AS WELL AS PRESENT UNCERTAINTY REGARDING BASES ASSUMPTION PARA 1, I BELIEVE USDOC SHOULD GIVE SERIOUS CONSIDERATION INTRODUCING ELEMENTS OF FLEXIBILITY INTO TRADE MISSION PROGRAM FOR GULF, AT LEAST FOR NEAR FUTURE. REF D SUGGESTED ALTERNATIVE TO TRADITIONAL LARGE MISSIONS MIGHT BE STAGGERED VISITS BY TWO OR THREE REPS US FIRMS. I SUPPORT THIS RECOMMENDATION AS ONE POSSIBLE ALTERNATIVE. SUCH STAGGERED MISSIONS COULD HAVE FULL USG SUPPORT AND SPONSORSHIP, BUT WITH MINIMUM FANFARE. THIS MIGHT ACTUALLY COST LESS, SINCE SUCH ITEMS AS PRINTED INVITATIONS (WHICH HAVE LOW COST EFFECTIVENESS RATIO ANYWAY) PROBABLY WOULD BE OMITTED.

4. ANOTHER POSSIBLE ALTERNATIVE MIGHT BE TO SEND FULL TRADE MISSION TO

ONE POINT IN GULF, SAY KUWAIT, WITH STAGING FROM THERE OF SMALL SUB-GROUPS TO OTHER GULF POINTS, ON EITHER ROTATIONAL OR SELECTIVE SCHEDULE. I DOUBT SUCH PROGRAM WOULD SIGNIFICANTLY INCREASE WORK LOADS EITHER OF POSTS OR USDOC, BUT IT WOULD REQUIRE MORE DETAILED ADVANCE COORDINATION.

5. THE ABOVE IS NOT INTENDED IMPLY THAT I WISH DISCOURAGE TRADE MISSION PROGRAM, WHICH I SUPPORT. I BELIEVE WE SHOULD USE ALL TOOLS AT OUR COMMAND TO PROMOTE BOTH ECONOMIC AND POLITICAL INTERESTS IN MIDDLE EAST, AND TRADE MISSION PROGRAM CLEARLY IS ONE OF THOSE TOOLS. HOWEVER, ALL TOOLS OCCASIONALLY MUST BE REHONED, AND PRESENT CIRCUMSTANCES IN MIDDLE EAST SEEM TO ME TO REQUIRE THAT OUR PROGRAMS AND POLICIES BE MADE AS ADAPTABLE AS POSSIBLE TO UNCERTAINTIES OF THE MOMENT.
STOLTZFUS

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